



Milwaukee County Community Business Development Partners (CBDP) Newsletter

April 2014

Welcome Rick Norris, Director, DBE/ACDBE Liaison Officer



Rick Norris joined CBDP on February 24, 2014 as the Program Director. Rick brings more than 25 years of experience to this critical County role, having a broad range of experiences in founding and running a DBE firm, Norris & Associates, and working on DBE programs as the Technical Services and Operations Manager for MMSD. His "connect points" are many with Milwaukee County including the fact that his first contract as a small business was with Milwaukee County through the DBE program and while at MMSD he served on the Steering Committee for Milwaukee County Automated Mapping and Land Information System (MCAMLIS). Rick's experience of being on "both sides of the desk" will be invaluable as we continue to expand our outreach to the small business community through CBDP. Finally, Rick has his Bachelor of Science degree in Civil Engineering from Marquette University.

Please join CBDP in welcoming Rick to Milwaukee County!

CBDP Microloan Program

CBDP is in the process of launching a new **Microloan Program** designed to provide financial assistance to firms certified through CBDP Program as a DBE, SBE,

ACDBE or firms that wish to be certified through Unified Certification Program (UCP). The firm must also have been awarded a contract or purchase order by Milwaukee County or is a subcontractor to a firm that has been awarded a contract or purchase order.

This program will provide low interest (5%) loans to small businesses to assist with working capital for labor and material cost. Loans shall not exceed **\$5,000**, dependent upon available funds. For more details on the CBDP Microloan Program open the link below:

[CBDP Microloan Program](#)

To receive further information about the Microloan Program, you may contact CBDP at:

CBDP@MilwaukeeCountywi.gov or call **414-278-4747**

Revolving Loan Program

Another loan program that is **currently** accessible by DBE/SBE or ACDBE certified businesses' working on Milwaukee County contracts is the Revolving Loan Program. Like the Microloan, it is a low interest (4%) loan. Contract work can be at the prime or subcontract/subconsultant level, and is also available to material and equipment suppliers.

Loans shall not exceed **\$30,000**, dependent upon available funds. For more details on the Revolving Loan Program open the link below:

[Revolving Loan Program](#)

For further information, contact CBDP via E-mail at:

CBDP@milwaukeeCountywi.gov, or call **(414) 278-4747**.



B2GNow Implementation

Milwaukee County Community Business Development Partners (CBDP) will implement B2GNow by June 2014. B2GNow is web-based diversity management system software. It allows governments of all sizes to streamline and improve the effectiveness of their supplier diversity programs. The software is designed to save governments and their vendors, time and money and improve the quality of data available for constituents. The system key features includes:

- Track contracts, concessions, and insurance.
- Communicate with contractors by email and fax.
- Contractors respond to information requests online by submitting data in standardized, electronic format.
- Real-time assessment of contractor performance.
- Automatic audit and verification notices.
- Track certification applications from submission to completion.
- Contact firms quickly using sophisticated outreach tools.
- Search the online business directory with keyword and commodity code (NIGP, NAICS) search capabilities.
- Flexible reporting and data management capabilities.



Milwaukee County Summary Report of DBE Participation in Construction (Capital Improvement Projects)

Milwaukee County DBE Overall Construction Goal 25%

2014 Adopted Capital Improvement Budget

\$ 80,034,220.00

Total Contract Dollars Awarded (Jan 2014-March 2014)

\$ 3,451,845.63

Total Dollars Committed to DBE firms

\$887,212.46

Total Percent Committed to DBE firms

25.7%

How to Manage your DBE/ACDBE/SBE Certifications

Provide CBDP with complete and truthful data in a timely manner (upon request).

- Notify CBDP (within 30 days regarding any changes within the business (Address, Phone, Ownership etc...)).
- Promote your certification through chambers, business associate and other networking groups.
- Update you marketing material to show that you are DBE/ACDBE/SBE certified (Business Cards, websites, Capability Statement etc...).
- **Make sure your email address is current. Milwaukee County sends bids for contracts via email.**

Stats Line

11 firms received DBE Certification during the 1st quarter of 2014.

- Malone's Custom Painting
- JDM Development
- Business Partners Network, LLC
- All Care Transit, LLC
- X-TRA Clean Cleaning Co., Inc.
- Wisconsin Utility Exposure
- Alternatives in Psychological Consultation, S.C.
- Kaschak Roofing, Inc.
- Ram Auto Transport, LLC
- Temple Builders of America, LLC
- Divine Destinies Life Skills & Educational Training

Directory of DBE Owned Firms

www.county.milwaukee.gov/cbdp/CertifiedVendorList.htm

Upcoming Events

May 1, 2014-Hmong Wisconsin Chamber of Commerce-8th Annual Awards Luncheon

11:30 AM-1:30 PM

Potawatomi Bingo Casino Conference Center
400 West Canal Street
Milwaukee, WI 53204

May 6, 2014-Salute to Hispanic Women Conference & Luncheon

8:00-1:30 PM

The Pfister Hotel
424 E. Wisconsin Avenue
Milwaukee, WI 53202

Contracting with Milwaukee County-First Steps

Please visit the website below for introduction to Milwaukee County, its various departments and divisions, and its solicitation, procurement, and contracting processes.

<http://county.milwaukee.gov/cbdp>



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